



## ABOUT TECUM CAPITAL PARTNERS

**\$500MM**  
Assets under management

**\$265MM**  
SBIC Fund II (Vintage 2017)

**12**  
Platform Investments within SBIC Fund II

**80+**  
Transactions since 2006

**\$5-18MM**  
Target investment size

**75+**  
Combined years of investment experience

## We Are Committed to Building Long-Term Relationships

### WHO WE ARE

With over \$500 million of assets under management, Tecum Capital is a Pittsburgh, Pennsylvania based investment firm investing private capital in lower middle market companies. Tecum provides mezzanine debt and equity investments across a variety of industries. Our team partners with independent sponsors, family offices, business owners seeking succession plans, and management teams to create shared success. Since 2006, the team has invested in over 80 platforms and add-on acquisitions.

### Investment Criteria

- EBITDA: \$2 to \$15 million
- EBITDA Margin: > 10%
- Gross Margin: > 30%
- Gross Leverage: < 4.0x EBITDA
- Geography: Primary operations in the United States
- Hold Period: Up to seven years

### Industry Focus

- Building Products
- Business Services
- Consumer-Oriented
- Healthcare Services
- Industrial Services
- Precision Manufacturing
- Transportation & Logistics
- Value-Added Distribution

### Transaction Types

- Acquisition Financing
- Corporate Divestitures
- Family Wealth Transfer
- Growth Capital
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)
- Minority Recapitalizations

### Company Characteristics

- Committed Management Team
- Differentiated Product or Service
- Diversified Customer Base
- Identifiable Growth Opportunities
- Stable, Long-Term Industry Fundamentals

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**Tecum = We Are With You.**

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Learn more by visiting [www.tecum.com](http://www.tecum.com)



# SELECT ACTIVE INVESTMENTS

**SEEKING ADD-ON**

**Allegheny Performance Plastics**  
*Pennsylvania*  
 Manufacturer of thermoplastic plastic products

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**SEEKING ADD-ON**

**Bandon Holdings**  
*Texas*  
 Multi-Club Anytime Fitness Franchisee

**SEEKING ADD-ON**

**FSC Lighting**  
*California*  
 Value added-distributor and manufacturer of LED lighting solutions

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**SEEKING ADD-ON**

**Heat Seal**  
*Ohio*  
 Manufacturer of packaging and processing equipment

**BICO STEEL**

**BICO Steel**  
*Ohio*  
 Value-added processor and distributor of carbon, alloy, and tool steel

**Home Care Delivered**  
*Virginia*  
 Direct-to-customer distributor of medical supplies

**SEEKING ADD-ON**

**Bolts & Nuts**  
*Tennessee*  
 Distributor of bolts, fasteners & MRO supplies

**SEEKING ADD-ON**

**Hometown Hospice & Homecare**  
*Wisconsin*  
 Home healthcare & hospice services

**SEEKING ADD-ON**

**BP Express**  
*Tennessee*  
 Intermodal drayage provider

**SEEKING ADD-ON**

**Hoodmart**  
*Ohio*  
 Manufacturer, value-added distributor of commercial kitchen equipment

**SEEKING ADD-ON**

**Ciscor**  
*Oklahoma*  
 Provider of life safety monitoring solutions

**SEEKING ADD-ON**

**Kitchen Cabinet Distributors**  
*North Carolina*  
 Value-added distributor of residential cabinetry

**SEEKING ADD-ON**

**Clio Holdings**  
*Michigan*  
 Industry leading supplier and fabricator of residential countertops

**SEEKING ADD-ON**

**Mail Communications Group**  
*Iowa*  
 Mail processing and related services

**SEEKING ADD-ON**

**Connecticut Electric**  
*Indiana*  
 Manufacturer of circuit breakers for legacy electric service panels

**SEEKING ADD-ON**

**Marwin**  
*South Carolina*  
 Building products manufacturer

**Convenience Valet**  
*Illinois*  
 Value-added distributor of trial and travel-size consumer products

**SEEKING ADD-ON**

**Red Head Brass**  
*Ohio*  
 Distribution of industrial fittings and components

**Converged Security Systems**  
*Virginia*  
 Provider of Integrated Physical and Cyber Security Solutions

**SEEKING ADD-ON**

**Tier 1, Inc.**  
*Pennsylvania*  
 Technology services firm for ERP, cloud hosting & managed service

**SEEKING ADD-ON**

**Fluence Automation**  
*Illinois*  
 Mail and parcel sorting systems solutions company

**SEEKING ADD-ON**

**USA Millwork**  
*Colorado*  
 Leading manufacturer of premium custom commercial millwork

## RECENT PORTFOLIO TRANSACTIONS

**CABINETS BY DESIGN** Acquired by **USA MILLWORK**

**allen** Acquired by **CISCOR**

**POST5** Acquired by **Fluence Automation**

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